



West Virginia College Prepaid Tuition and Savings Program

A Program of the State of West Virginia

QUARTERLY STATUS REPORT PERIOD ENDING SEPTEMBER 30, 2015

In compliance with the West Virginia Code §18-30-10(2), the West Virginia College Prepaid Tuition and Savings Board of Trustees is hereby submitting the quarterly report on the status of the West Virginia College Prepaid Tuition and Savings Programs. As authorized by §18-30 of the West Virginia Code, the State Treasurer administers all the programs of the nine-member Board of Trustees of the West Virginia College Prepaid Tuition and Savings Program (the Program). In March 2003, the West Virginia Legislature created the Prepaid Tuition Trust Escrow Account, to guarantee payment of Prepaid Tuition Plan contracts, and suspended further enrollments in the Plan. The Program uses the SMART529 brand name for all college savings products. The Program Manager is The Hartford Life Insurance Company (The Hartford).

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Ex Officio Members

WV State Treasurer - Chairman, John D. Perdue
WV Higher Education Policy Commission - Colleges & Universities, Brian Weingart
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Interests of private institutions of higher education – Terri Underhill
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Office of West Virginia State Treasurer, John D. Perdue

West Virginia College Prepaid Tuition and Savings Program Quarterly Status Report Ending September 30, 2015

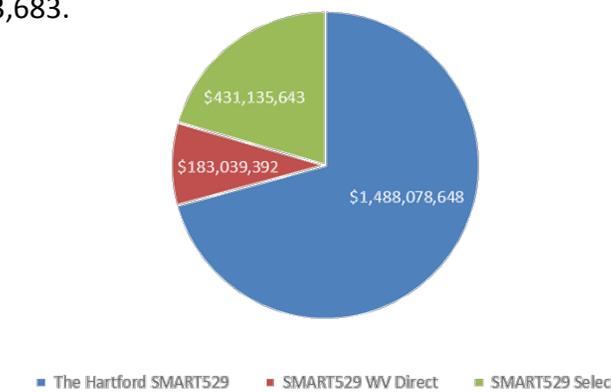


SMART529 is issued by the West Virginia College Prepaid Tuition and Savings Program Board of Trustees and is administered by Hartford Life Insurance Company.

Per W. Va. Code §18-30-10 the West Virginia College Prepaid Tuition and Savings Program is herewith submitting a quarterly report on the status of the program, including the trust funds and the administrative account, to the West Virginia Legislative Librarian in compliance with S.B. 477 which amended W. Va. Code §4-1-23.

Savings Plan Trust Fund

During the quarter, the SMART529 Savings Plan added 1,062 new accounts and received \$42,006,642 in contributions. The total of SMART529 Savings Plan assets at the end of the quarter was \$2,102,253,683.



Of 120,671 accounts nationwide, 29,376 are West Virginia resident accounts with a value of \$392,242,087.

Prepaid Tuition Trust Fund

The West Virginia Prepaid Tuition Plan was designed to provide West Virginia families with a convenient method of prepaying for future tuition costs by purchasing prepaid tuition units. On March 8, 2003 the West Virginia Legislature enacted House Bill 2953 which continued the Prepaid Tuition Plan, but closed it to new enrollments.

The West Virginia Prepaid Tuition Plan ended this period with 3,985 active accounts with assets valued at \$61,917,933. During the quarter, there were \$3,978,716 in qualified tuition benefit distributions, and contract installment payments of \$52,990 were received. Prepaid Tuition Trust Fund investments lost \$1,961,232 during the quarter.

Prepaid Tuition Trust Fund Escrow Account

H.B. 2953 also created the Prepaid Tuition Trust Escrow Account "to guarantee payment of Prepaid Tuition Plan Contracts." The Escrow Account will receive transfers of up to one million dollars from the Unclaimed Property Trust Fund each year there is an actuarially determined unfunded liability in the Prepaid Tuition Trust Fund.

	Quarter Ended June 30, 2015	Quarter Ended September 30, 2015	Fiscal Year to Date
Market Value	\$18,537,085	\$19,572,633	\$19,572,633
Change from previous quarter/year	\$(3,055)	\$1,035,548	\$1,035,548

Administrative Account

The Administrative Account established in the State Treasurer's Office is used for the purpose of implementing, operating, and maintaining the Trust Funds and the Program. It may receive funds from a variety of sources including fees, charges, and penalties collected by the Board.

Beginning balance	\$2,103,342
Administrative charges to the Prepaid Tuition Trust Fund	-
Receipts from Savings Plan Trust (WV Administrative Charge)	337,430
Disbursements to pay expenses	<u>(261,814)</u>
Ending Balance	\$2,178,958

Community Outreach

During the quarter Treasury employees staffed SMART529 College Savings and Financial Education informational booths at the following events:

- **Montgomery General Health & Safety Fair** - Montgomery
- **Girl Scout Healthy Habits Back to School Block Party** - Charleston
- **Bright Babies program kickoff** - Charleston & Morgantown
- **World Breastfeeding Day Conference** - Beckley
- **DHHR Employee Meeting** - Charleston
- **When I Grow Up essay contest grand prize announcement** - Charleston

Operating Report

For the Quarter Ending September 30, 2015

Cash & Investments		Rates of Return	
Prepaid Tuition Trust Fund	\$ 61,917,933	Prepaid Tuition Trust Fund	
Savings Plan Trust Fund	\$ 2,102,253,683	Ending Quarter	(3.18%)
Administrative Account	\$ 2,178,958	FY2015 To Date	(3.18%)
		Annualized since investing July 1999	6.39%

Note: See Quarterly Investment Performance Review for detail. Rates are not annualized unless otherwise noted.

Program Operating Activities			
	Prepaid Tuition Trust Fund	Savings Plan Trust Fund	Administrative Account
Receipts	\$ 52,990	\$42,006,642	\$ -
Investment earnings (loss)	(1,961,232)	(130,451,284)	-
Legislative appropriations	-	-	22,217
Treasurer's subsidy	-	-	-
Savings Plan admin. fees	-	-	337,430
Total Receipts	(1,908,242)	(88,444,643)	359,647
Expenses/Fees	-	(6,093,623)	(284,030)
Cancellations/Rollovers	(1,358,083)	(8,140,830)	-
Regular distributions	(3,978,716)	(57,911,980)	-
Total Disbursements	(5,336,799)	(72,146,433)	(284,030)
Net change	(7,245,041)	(160,591,076)	75,617
Beginning cash & investments	69,162,974	\$ 2,262,844,759	2,103,341
Ending cash & investments	\$ 61,917,933	\$ 2,102,253,683	\$ 2,178,958

Note: Quarterly Report is based upon unaudited numbers and may reflect rounding.

Fiscal Year 2016 Budget to Actual Comparison For the Quarter Ended September 30, 2015

		YTD		OVER (UNDER)	% OF BUDGET
		DISBURSEMENT	BUDGET	BUDGET	SPENT (YTD)
Payroll & Benefits	Payroll and Benefits	\$ 90,967	\$ 459,777	\$ (368,810)	19.8%
	Payroll and Benefits TEMP	25,386	110,008	(84,622)	*
	Annual Increment	5,100	6,160	(1,060)	82.8%
	PEIA/Personnel Fees	-	400	(400)	0.0%
	Social Security Matching	8,987	44,526	(35,539)	20.2%
	PEIA	6,929	65,717	(58,788)	10.5%
	Workers' Comp	274	4,090	(3,816)	6.7%
	Pension & Retirement	15,116	62,901	(47,785)	24.0%
	WV OPEB	3,778	15,648	(11,870)	24.1%
PAYROLL & BENEFITS TOTAL:		156,537	769,227	(612,690)	20.3%
Unclassified	Miscellaneous	-	5,350	(5,350)	0.0%
	Postage	-	3,000	(3,000)	0.0%
	1% PEIA Transfer	16	-	16	*
	Utilities	-	5,650	(5,650)	0.0%
UNCLASSIFIED TOTAL:		16	14,000	(13,984)	0.1%
Current Expenses	Office Expenses	37	6,000	(5,963)	0.6%
	Printing & Binding	128	-	128	*
	Rent	4,663	18,650	(13,987)	25.0%
	Utilities	43	600	(557)	7.2%
	Telecommunications	301	2,000	(1,699)	15.1%
	Internet Service	15	-	15	*
	Contractual	2,597	225,000	(222,403)	1.2%
	Consultants & Consulting Fees	80,000	210,000	80,000	38.1%
	Security Service	386	-	386	*
	Travel - Employee	3,921	20,000	(16,079)	19.6%
	Travel - Non-Employee	-	5,000	(5,000)	0.0%
	Computer Services Internal	31	-	31	*
	Computer Services External	-	3,000	(3,000)	0.0%
	Rental (machine)	444	1,000	(556)	44.4%
	Association Dues	4,100	4,785	(685)	85.7%
	Food products	1,050	500	550	210.0%
	Supplies-Household	15	-	15	*
	Advertising & Promotional	1,217	23,000	(21,783)	5.3%
	Routine Maint. Contracts	-	4,000	(4,000)	0.0%
	Cellular	40	750	(710)	5.3%
	Hospitality	165	3,000	(2,835)	5.5%
	Energy Expense Utilities	452	2,400	(1,948)	18.8%
	Miscellaneous	4	-	4	*
	Training & Dev'p (in state)	10	5,000	(4,990)	0.2%
	Training & Dev'p (out of state)	-	7,000	(7,000)	0.0%
	Postal	745	3,000	(2,255)	24.8%
	Freight	7	-	7	*
	Computer Supplies	4,708	5,000	(292)	94.2%
	Software License	-	15,000	(15,000)	0.0%
	Computer Equipment	-	10,000	(10,000)	0.0%
Attorney Legal Service payment	-	50,719	-	0.0%	
Misc Equip Purchases	181	-	181	*	
CURRENT EXPENSES TOTAL:		105,260	625,404	(259,425)	16.8%
General Rev.	Contractual Services	13,967	73,207	13,967	19.1%
Appropriation	Consultants & Consulting Fees	8,250	-	8,250	*
GENERAL REV. APPROPRIATION TOTAL		22,217	73,207	22,217	30.3%
TOTAL		\$ 284,030	\$ 1,481,838	\$ (863,882)	19.2%

* No budget

Program Active Accounts - Summary

Activity	Prepaid Tuition Plan			Savings Plan		
	Last Quarter	This Quarter	FYTD	Last Quarter	This Quarter	ITD
Beginning	4,192	4,141		121,172	121,317	
New/Redefined	-	-	-	1,313	1,062	172,914
Full Distribution	(4)	(66)	(66)	(613)	(1,237)	(20,589)
Cancelled	(47)	(90)	(90)	(225)	(254)	(14,448)
Internal Rollover	-	-	-	-	-	
External Rollover	-	-	-	(330)	(217)	(15,233)
Ending	4,141	3,985		121,317	120,671	

Prepaid Tuition Plan – Account Status Detail

Status	Last Quarter	This Quarter
Mature, not in payout	943	559
Mature, payout in process	1,797	2,033
Not mature yet	1,401	1,393
Active Accounts Sub-Total	4,141	3,985
Depleted	3,052	3,118
Cancelled / rolled over	2,544	2,634
Closed Accounts Sub-Total	5,596	5,752
Total Accounts (since inception)	9,737	9,737

Savings Plan Detail

Quarterly Numbers Summary – Management Basis				
Activity	Last Quarter	This Quarter	FY 2016 To Date	Since Inception
Beginning Active Accounts	121,172	121,317	121,317	
New accounts	1,313	1,062	1,062	172,914
Closed	(1,168)	(1,708)	(1,708)	(52,243)
Ending Active Accounts	121,317	120,671	120,671	

Beginning Balance	\$ 2,245,581,581	\$ 2,262,844,759	\$ 2,262,844,759	
Contributions	43,959,294	42,006,641	42,006,641	\$ 2,526,145,847
Distributions:				
Cancellations/Rollovers	9,307,839	8,140,830	8,140,830	
Regular Distributions	19,133,182	57,911,980	57,911,980	
Total Distributions	28,441,021	66,052,810	66,052,810	1,098,226,660
Fees & Charges:				
Up-Front Sales Charge	619,035	584,253	584,253	42,804,870
Deferred Sales Charge	19,445	36,717	36,717	1,346,718
Broker Distribution Charge	1,540,547	1,482,518	1,482,518	51,564,770
Annual Maintenance Fee	16,650	33,585	33,585	11,102,940
Investment Mgmt Charges	2,413,107	2,344,718	2,344,718	77,444,159
Hartford Administrative Fee	1,310,932	1,270,180	1,270,180	33,355,704
WV Administrative Fee	340,279	328,863	328,863	10,509,137
Cancellation Fee	21,400	12,790	12,790	1,122,741
Total Fees & Charges	6,281,395	6,093,623	6,093,623	229,251,040
Change in Investment Value	\$ 8,026,300	\$ (130,451,284)	\$ (130,451,284)	\$ 903,585,536
Ending Balance	\$ 2,262,844,759	\$ 2,102,253,683	\$ 2,102,253,683	

Totals may reflect rounding differences

Savings Trust Assets by Investment Plan & Option

	The Hartford SMART529	SMART529 WV Direct	SMART529 Select	Totals
Age-Based Portfolios				
0-8	\$ 133,794,891	\$ 24,148,878	\$ -	\$ 157,943,769
9-13	269,564,054	32,732,807	-	302,296,862
14-15	127,209,014	13,700,083	-	140,909,097
16-17	124,628,267	13,652,245	-	138,280,512
18+	135,211,415	17,063,796	-	152,275,211
DFA 0-3	-	-	12,741,876	12,741,876
DFA 4-6	-	-	29,743,513	29,743,513
DFA 7-9	-	-	47,121,213	47,121,213
DFA 10-12	-	-	47,433,495	47,433,495
DFA 13-15	-	-	47,065,067	47,065,067
DFA 16-18	-	-	34,962,121	34,962,121
DFA 19+	-	-	17,925,977	17,925,977
TOTAL	\$ 790,407,642	\$101,297,810	\$ 236,993,262	\$ 1,128,698,713
Static Portfolios				
Static Agg Growth	\$ 64,693,915	\$ 25,021,812	\$ -	\$ 89,715,728
Static Growth	88,814,043	17,017,124	-	105,831,167
Static Balanced	55,102,008	11,099,925	-	66,201,934
Static Cnsv Balanced	8,089,384	4,085,781	-	12,175,165
Static Cnsv Bond	-	2,883,347	-	2,883,347
Static Checks & Bal	36,185,303	-	-	36,185,303
All Equity DFA	-	-	77,286,302	
Agg Growth DFA	-	-	26,064,178	
Moderate Agg DFA	-	-	10,722,030	
Growth DFA	-	-	24,524,743	
Moderate Grw DFA	-	-	15,156,806	
Balanced DFA	-	-	10,470,761	
Conservative DFA	-	-	6,431,267	
Moderate Cnsv DFA	-	-	4,620,259	
Fixed Income DFA	-	-	12,841,353	
1-Year Fixed DFA	-	-	6,024,683	
TOTAL	\$ 252,884,654	\$ 60,107,991	\$ 194,142,381	\$ 507,135,026

Chart continued on next page.

Savings Trust Assets by Investment Plan & Option - Continued

	The Hartford SMART529	SMART529 WV Direct	SMART529 Select	Totals
Individual 529 Funds				
Hartford Balanced Income	\$ 13,468,344	\$ -	\$ -	\$ 13,468,344
Hartford Capital Appreciation	115,904,385	-	-	115,904,385
Hartford Dividend & Growth	77,706,175	-	-	77,706,175
Hartford Equity Income	26,212,966	-	-	26,212,966
Hartford Global All Asset	1,846,948	-	-	1,846,948
Hartford Growth Opportunities Fund	14,814,298	-	-	14,814,298
Hartford High Yield	7,431,467	-	-	7,431,467
Hartford Inflation Plus	6,410,576	-	-	6,410,576
Hartford Intl Opportunities Fund	13,447,225	-	-	13,447,225
Hartford MidCap	58,087,165	-	-	58,087,165
Hartford MidCap Value	10,483,676	-	-	10,483,676
Hartford Small Company Fund	7,277,871	-	-	7,277,871
Hartford Total Return Bond	21,083,909	-	-	21,083,909
MFS Global Equity Fund	13,581,302	-	-	13,581,302
SMART529 500 Index Fund	-	9,820,084	-	9,820,084
TOTALS	\$ 387,756,308	\$ 9,820,084	\$ -	\$ 397,576,392
Stable Value Funds				
SMART529 Stable Value	\$ 57,030,044	\$ 11,813,508		
TOTALS	\$ 57,030,044	\$ 11,813,508		\$ 68,843,552
GRAND TOTALS	\$ 1,488,078,648	\$183,039,392	\$431,135,643	\$2,102,253,683

Totals may reflect rounding differences

Savings Trust Assets by Share Class

Share Class	The Hartford SMART529	SMART529 WV Direct	SMART529 Select	% of Assets
A Shares	\$ 1,062,865,508	\$ -	\$ -	51%
B Shares	\$ 86,232,115	-	-	4%
C Shares	\$ 228,432,681	-	-	11%
D Shares		\$ 183,039,392	\$ 431,135,643	29%
E Shares	\$ 110,548,344	-	-	5%
Total	\$ 1,488,078,648	\$ 183,039,392	\$ 431,135,643	100%

Contributions & Accounts by Channel

Channel	Total Contributions		New Accounts	
	Quarter	Inception To Date	Quarter	Inception To Date
Advisor	\$ 27,063,702	\$ 1,876,657,088	583	142,432
Direct	14,942,940	647,395,203	479	30,482
Total	\$ 42,006,642	\$ 2,524,052,291	1,062	172,914

New Account Activity By Channel WV Owner or Beneficiary

Quarter	Contributions by Channel			Accounts by Channel		
	Advisor	Direct	Total	Advisor	Direct	Total
2013 June	4,360,902	4,560,425	8,921,327	329	317	646
2013 Sept	4,273,518	4,809,588	9,083,106	283	314	597
2013 Dec	7,803,644	8,884,506	16,688,150	455	424	879
2014 March	5,338,667	7,029,195	12,367,862	344	588	932
2014 June	4,878,691	5,602,281	10,480,971	395	324	719
2014 Sept	5,318,829	5,847,158	11,165,987	396	366	762
2014 Dec	7,615,107	10,099,288	17,714,395	510	478	988
2015 March	5,848,589	6,873,172	12,721,761	417	526	943
2015 June	4,671,163	5,072,121	9,743,284	358	292	650
2015 Sept	4,977,507	5,710,028	10,687,536	313	292	605

Top 10 Investing Firms – West Virginia

WV Owner or Beneficiary

Firm Ordered by "New Accounts" for quarter	Quarter		Since Inception	
	Investment \$	New Accounts	Total Investment \$	Accounts
Edward Jones	702,902	78	30,496,071	5,073
Bb&T Investment Services Inc	667,831	45	28,842,633	3,632
Northwestern Mutual Investment Ser	228,686	28	4,777,900	656
First Clearing Corporation	591,149	16	23,274,075	2,108
Raymond James Financial Services	238,205	16	4,514,003	565
Lpl Financial Corporation	195,342	12	5,513,717	954
Morgan Stanley Smith Barney Llc	337,637	8	11,097,349	933
Hazlett Burt & Watson Inc	126,328	8	129,404	45
Wesbanco Securities, Inc.	29,385	8	3,450,085	453
Huntington Investment Co	152,657	7	161,600	192

Top 10 Investing Firms – Nationwide

Firm Ordered by "New Accounts" for quarter	Quarter		Since Inception	
	Investment \$	New Accounts	Total Investment \$	Accounts
Edward Jones	\$8,517,714	541	\$537,930,597	65,407
Lpl Financial Corporation	\$1,743,354	67	\$74,528,982	9,238
First Clearing Corporation	\$2,445,514	49	\$106,766,021	9,960
Bb&T Investment Services Inc	\$874,471	47	\$58,523,513	7,024
Woodbury Financial Services	\$523,694	32	\$523,694	1,354
Raymond James & Associates Inc	\$964,234	29	\$964,234	1,473
Northwestern Mutual Investment Ser	\$248,833	28	\$6,050,445	818
Morgan Stanley Smith Barney Llc	\$993,100	23	\$77,901,425	3,925
Cuso Financial Services Lp	\$80,176	10	\$80,176	349
National Planning Corporation	\$159,442	10	\$159,442	173

Top 10 Investing States

State By residence of account owner	Quarter		Since Inception	
	Investment \$	Percent	Investment \$	Percent
WV	10,594,667	25.22%	469,943,447	18.55%
<i>Direct-sold</i>	5,661,750	53.44%	230,488,063	49.05%
<i>Broker-sold</i>	4,932,917	46.56%	239,455,383	50.95%
CA	5,449,312	12.97%	281,372,514	11.11%
TX	3,897,996	9.28%	208,181,179	8.22%
PA	1,858,640	4.42%	94,406,134	3.73%
FL	1,813,168	4.32%	96,866,917	3.82%
MA	1,645,956	3.92%	72,908,994	2.88%
NC	1,473,721	3.51%	129,307,627	5.10%
WA	1,459,605	3.47%	63,996,893	2.53%
MN	1,254,590	2.99%	84,126,018	3.32%
TN	1,042,449	2.48%	79,071,994	3.12%

Assets in Underlying Funds by Product Line

Mutual Fund Name	The Hartford SMART529	SMART529 Select	Total	Equivalent Shares
	SMART529 WV Direct			
Hartford Small Cap Growth	\$ 24,637,429		\$ 24,637,429	500,150.802
Hartford Growth Opps	14,863,772		\$ 14,863,772	360,508.663
Hartford Small Co	7,310,418		\$ 7,310,418	333,200.469
Hartford High Yield	7,404,211		\$ 7,404,211	1,059,257.717
Hartford Capital Apprec	204,568,338		\$ 204,568,338	5,171,090.434
Hartford MidCap	58,396,747		\$ 58,396,747	2,038,992.567
Hartford Total Return Bond	32,944,631		\$ 32,944,631	3,152,596.288
Hartford Dividend Growth	163,340,568		\$ 163,340,568	6,932,961.299
Hartford International Opps	166,875,130		\$ 166,875,130	11,154,754.660
Hartford International Growth	9,081,907		\$ 9,081,907	746,253.697
Hartford MidCap Value	42,992,908		\$ 42,992,908	2,849,099.250
Hartford Intl Small Company	40,161,275		\$ 40,161,275	2,856,420.687
Hartford Balanced Income	13,521,501		\$ 13,521,501	1,044,131.330
Hartford Inflation Plus	36,190,807		\$ 36,190,807	3,376,008.130
Hartford Unconstrained Bond	14,454,776		\$ 14,454,776	1,516,765.591
Hartford Equity Income	96,011,429		\$ 96,011,429	5,514,728.836
Hartford Strategic	49,106,596		\$ 49,106,596	5,866,976.784
Hartford World Bond	29,454,244		\$ 29,454,244	2,818,587.984
Hartford Emerging Mark Res	34,638,896		\$ 34,638,896	5,034,723.313
Hartford Global All Asset	1,852,772		\$ 1,852,772	175,618.174
Hartford Gobal Real Asset	75,627,177		\$ 75,627,177	9,821,711.316
Hartford Alternative Strategy	75,443,237		\$ 75,443,237	8,245,162.477
MFS Global Equity	13,648,737		\$ 13,648,737	405,970.758
Vanguard Total Intl Stock	30,170,331		\$ 30,170,331	317,248.489
Vanguard Inflation Protected	10,665,806		\$ 10,665,806	1,021,628.952
Vanguard Total Bond Mkt II	19,723,203		\$ 19,723,203	1,833,011.458
Vanguard Inst Index	9,809,438		\$ 9,809,438	55,926.098
Vanguard Total Stock	70,202,325		\$ 70,202,325	1,460,114.919
Stable Value	321,092,215		\$ 321,092,215	20,442,713.915
DFA Inflationary Protection	-	11,486,950	\$ 11,486,950	997,131.096
DFA International Core Equity	-	79,116,854	\$ 79,116,854	7,179,387.806
DFA US Core Equity 2	-	176,902,421	\$ 176,902,421	10,994,556.901
DFA Emerging Markets Core	-	25,720,244	\$ 25,720,244	1,617,625.433
DFA One Year Fixed Income	-	40,745,533	\$ 40,745,533	3,948,210.580
DFA Five Yr Global Bond	-	32,429,706	\$ 32,429,706	2,924,229.537
DFA Investment Grade	-	38,602,898	\$ 38,602,898	3,574,342.425
DFA St Ext Qual	-	17,464,238	\$ 17,464,238	1,608,125.005
DFA Global Real	-	8,885,441	\$ 8,885,441	884,123.443
Total Market Value	\$ 1,674,190,825	\$ 431,354,284	\$ 2,105,545,109	

Cash & Investments	\$ 2,102,253,683
Assets in Underlying Funds	\$ 2,105,545,109
Difference due to market timing/seed money	\$ (3,291,426)

West Virginia Resident versus Non West Virginia Resident

	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
Owner Type										
Regular	388,261,199	99%	29,055	99%	1,677,545,218	98%	89,189	98%	2,065,806,417	118,244
Custodial (UGMA/UTMA)	3,980,888	1%	321	1%	32,731,466	2%	2,106	2%	36,712,354	2,427
Total	392,242,087	100%	29,376	100%	1,710,276,683	100%	91,295	100%	2,102,518,770	120,671
Account Balance										
\$0-\$500	\$812,223	0%	3,504	12%	\$1,281,873	0%	5,330	6%	\$2,094,097	8,834
\$500-\$1,000	\$1,719,294	0%	2,303	8%	\$3,484,632	0%	4,613	5%	\$5,203,926	6,916
\$1,000-\$2,500	\$7,622,843	2%	4,583	16%	\$18,706,972	1%	11,067	12%	\$26,329,815	15,650
\$2,500-\$5,000	\$16,329,590	4%	4,463	15%	\$45,139,591	3%	12,288	13%	\$61,469,182	16,751
\$5,000-\$10,000	\$36,389,467	9%	5,039	17%	\$124,572,667	7%	16,976	19%	\$160,962,134	22,015
\$10,000-\$25,000	\$84,838,045	22%	5,395	18%	\$348,061,199	20%	21,778	24%	\$432,899,245	27,173
\$25,000-\$50,000	\$82,314,527	21%	2,353	8%	\$367,997,921	22%	10,544	12%	\$450,312,448	12,897
\$50,000-\$100,000	\$84,294,643	21%	1,230	4%	\$431,031,499	25%	6,215	7%	\$515,326,141	7,445
\$100,000-\$200,000	\$54,688,327	14%	414	1%	\$291,028,395	17%	2,161	2%	\$345,716,722	2,575
\$200,000+	\$23,233,127	6%	92	0%	\$78,971,932	5%	323	0%	\$102,205,060	415
Total	392,242,087	100%	29,376	100%	1,710,276,683	100%	91,295	100%	2,102,518,770	120,671
Age of Beneficiary										
<1	\$863,331	0%	352	1%	\$3,276,474	0%	539	1%	\$4,139,805	891
1	\$3,676,208	1%	903	3%	\$7,280,366	0%	1,287	1%	\$10,956,575	2,190
2	\$5,225,289	1%	1,104	4%	\$13,600,786	1%	1,645	2%	\$18,826,075	2,749
3	\$7,544,970	2%	1,178	4%	\$18,900,639	1%	1,976	2%	\$26,445,608	3,154
4	\$8,433,720	2%	1,212	4%	\$27,032,284	2%	2,367	3%	\$35,466,004	3,579
5	\$9,500,865	2%	1,208	4%	\$36,896,701	2%	2,776	3%	\$46,397,566	3,984
6	\$11,486,570	3%	1,321	4%	\$43,962,113	3%	3,111	3%	\$55,448,683	4,432
7	\$14,538,693	4%	1,441	5%	\$54,130,469	3%	3,457	4%	\$68,669,162	4,898
8	\$19,243,097	5%	1,617	6%	\$69,230,870	4%	4,086	4%	\$88,473,967	5,703
9	\$19,142,242	5%	1,666	6%	\$85,349,085	5%	4,793	5%	\$104,491,327	6,459
10	\$23,937,878	6%	1,706	6%	\$98,073,116	6%	5,250	6%	\$122,010,994	6,956
11	\$24,478,364	6%	1,677	6%	\$110,955,203	6%	5,839	6%	\$135,433,567	7,516
12	\$25,723,725	7%	1,712	6%	\$123,553,262	7%	6,259	7%	\$149,276,988	7,971
13	\$26,062,227	7%	1,572	5%	\$126,509,735	7%	6,128	7%	\$152,571,961	7,700
14	\$26,429,220	7%	1,591	5%	\$131,940,301	8%	5,918	6%	\$158,369,521	7,509
15	\$24,634,202	6%	1,438	5%	\$128,699,435	8%	5,746	6%	\$153,333,637	7,184
16	\$24,918,033	6%	1,313	4%	\$126,182,385	7%	5,337	6%	\$151,100,418	6,650
17	\$26,295,370	7%	1,154	4%	\$125,405,779	7%	5,203	6%	\$151,701,149	6,357
18	\$21,039,452	5%	1,051	4%	\$109,010,744	6%	4,426	5%	\$130,050,196	5,477
19	\$18,002,024	5%	945	3%	\$81,750,900	5%	3,872	4%	\$99,752,924	4,817
20	\$13,800,797	4%	781	3%	\$55,749,930	3%	3,084	3%	\$69,550,728	3,865
21	\$9,770,907	2%	630	2%	\$39,058,446	2%	2,327	3%	\$48,829,354	2,957
22	\$7,252,810	2%	437	1%	\$24,719,647	1%	1,599	2%	\$31,972,457	2,036
23+	\$20,242,094	5%	1,367	5%	\$69,008,012	4%	4,270	5%	\$89,250,106	5,637
Total	\$392,242,087	100%	29,376	100%	1,710,276,683	100%	91,295	100%	2,102,518,770	120,671

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West Virginia Resident versus Non West Virginia Resident cont										
	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
By Product										
The Hartford	191,239,977	49%	15,378	52%	1,297,103,758	76%	79,308	87%	1,488,343,735	94,686
Select	29,349,708	7%	1,456	5%	401,785,934	23%	11,276	12%	431,135,643	12,732
WV Direct	171,652,401	44%	12,542	43%	11,386,991	1%	711	1%	183,039,392	13,253
Total	392,242,087	100%	29,376	100%	1,710,276,683	100%	91,295	100%	2,102,518,770	120,671
By Payment Method										
Auto Invest	\$113,718,278	29%	9,863	34%	\$396,745,252	23%	22,958	25%	\$510,463,531	32,821
Check	\$278,523,809	71%	19,513	66%	\$1,313,531,431	77%	68,337	75%	\$1,592,055,240	87,850
Total	\$392,242,087	100%	29,376	100%	\$1,710,276,683	100%	91,295	100%	\$2,102,518,770	120,671
By Portfolio*										
Age Based Portfolio	\$228,938,017	58%	21,903	61%	\$899,960,567	53%	59,601	54%	\$1,128,898,584	81,504
Individual Funds	\$54,297,040	14%	4,800	13%	\$376,620,760	22%	23,933	22%	\$430,917,800	28,733
Static Portfolio	\$109,010,019	28%	9,003	25%	\$433,827,668	25%	26,543	24%	\$542,837,688	35,546
Total	392,245,077	100%	35,706	100%	1,710,408,995	100%	110,077	100%	\$2,102,518,770	145,783

*An individual account owner may invest in more than one Portfolio category.

New Account Activity						
	WV		Non WV		Grand Totals	
	#	%	#	%	#	%
By Application Type						
Online	326	54%	56	12%	382	36%
Paper	279	46%	401	88%	680	64%
Total	605	100%	457	100%	1,062	100%
By Channel						
Advisor	313	52%	398	87%	711	67%
Direct	292	48%	59	13%	351	33%
Total	605	100%	457	100%	1,062	100%
By Product						
The Hartford	313	52%	398	87%	711	67%
Select	32	5%	57	12%	89	8%
WV Direct	260	43%	2	0%	262	25%
Total	605	100%	457	100%	1,062	100%